

PRESS RELEASE FROM SCRIBONA AB

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Collaboration with Alfaskop a natural and vital step in Scribona's new strategy

The collaboration with Alfaskop announced today, and the three recent acquisitions in the Scribona Solutions business area, are important steps in realization of Scribona's new strategy and will significantly boost profitability.

Collaboration with Alfaskop

"The strategic collaboration with Alfaskop is vital for development of the Scribona Distribution business area", says Örjan Håkanson, President & CEO of Scribona. "Our ambition is for this business area to become the leading Nordic volume distributor of IT products. The integration of product supply between reseller and distributor through collaboration with Alfaskop is part of an ongoing realignment of the supply chain that will be emulated by many. As one of the Nordic countries' leading distributors, Scribona Distribution will play a prominent role in this structural transformation", adds Håkanson.

The partnership will give Scribona Distribution approximately SEK 1.2 billion in added sales and a greatly improved operating margin. "It will increase our market share and strengthen our position among the suppliers", says Lars Palm, Executive Vice President of Scribona and head of business area Scribona Distribution. "It will also give us a closer relationship with the end customers, who will be offered significantly better service in the form of online information about prices, availability, etc., and user-friendly ordering through our market-leading e-commerce solution", foresees Palm.

Acquisition driven expansion in Scribona Solutions

Part of Scribona's new strategy is a focus on partly acquisition driven expansion of the Scribona Solutions business area, which is active in the fastest-growing IT market – IT infrastructure. When the new Scribona was presented at the company's Capital Market Day in December last year, Scribona announced several upcoming acquisitions. Already in December, three acquisitions were carried out and assimilated into Scribona Solutions. With a combined annual turnover of close to SEK 350 million, these will increase the business area's sales by more than 30%.

These transactions refer to the takeover/acquisition of:

- WM-data's distribution of IBM Unix servers and IBM data warehousing equipment in Norway.
- Intenia's entire Nordic hardware operation.
- Hardgroup OY in Finland, a company specialized in wireless communication and networking.

"These acquisitions give us access to unique competence and an extended customer base, as well as strengthening relations with our key suppliers", says Lars Palm, head of business area Scribona Solutions. "Already from the year 2000, the acquisitions will contribute to substantially improved profitability in the business area", adds Palm.

"The recent acquisitions and expansion in the Scribona Solutions and Scribona Distribution business areas reinforce Scribona's position as a top player in the Nordic IT market", says Scribona's President Örjan Håkanson. "They will substantially boost profitability and make a positive contribution to Scribona's earnings per share already this year", concludes Håkanson.

Facts about Scribona

Scribona is the leading Nordic player in the market for IT products, offering the customers cutting-edge product expertise, the industry's leading e-commerce systems, optimized product availability and a wide range of complementary services. Scribona's operations are organized in three business areas:

- *Scribona Solutions – value added distribution of IT infrastructure*
- *Scribona Distribution – effective volume distribution of IT products*
- *Scribona Brand Alliance – exclusive agency for leading brands*

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This press release is also available at www.scribona.se